

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Pirtek Space Coast

Florida Manufacturing Extension Partnership

PIRTEK Space Coast Dives into Government Contracting

Client Profile:

PIRTEK Space Coast, a franchise located in Rockledge Florida, is one of 38 PIRTEK franchises across the country specializing in the repair of hydraulic, pneumatic, high pressure, thermoplastic and non-conductive hoses. Through the use of mobile service units, the company is capable of manufacturing hydraulic hoses as well as other kinds of high pressure hose assemblies on site. In operation since 2003, PIRTEK currently employs 6 people.

Situation:

Charged with gaining new market share in South Florida, Gary Borgman, General Manager of PIRTEK Space Coast, realized that government contracting is one of the largest potential sales markets for American manufacturers. With very little understanding of procurement rules and regulations, the company needed to find a way to penetrate this lucrative market and contacted the Florida Manufacturing Extension Partnership (Florida MEP), a NIST MEP network affiliate, for help.

Solution:

Through his previous attendance at various Florida MEP workshops, Mr. Borgman became aware of a one-day Proposal and Engineering Assistance Training session being offered. The workshops provide small and mid-size Florida companies with information on the techniques required for bidding on government and prime contractor procurement opportunities. Mr. Borgman attended the workshop and then followed up with an onsite training session provided by Florida MEP that taught company management how to research and submit government quotes, as well as explore sub-contracting opportunities. As a result of Florida MEP's assistance, PIRTEK secured three government contracts, enabling the company to purchase a pressure proof test bench which has increased their capabilities and services to their customers.

Results:

- * Secured 3 government contracts.
- * Achieved a more competitive and profitable position.

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Testimonial:

"Florida MEP's procurement training program saved the day. The training sessions and one-on-one coaching taught us how to succeed in the world of federal contracting and opened a huge new sales market to our company."

Gary Borgman, General Manager